

## MOTOR MANUFACTURER INCREASES SPEED TO MARKET

**ABOUT ALLIED MOTION TECHNOLOGIES.** Allied Motion Technologies, Inc. (Allied) is a global company that designs, manufactures, and sells specialty motion control components and systems in a broad range of industries. The company primarily serves customers in the vehicle, medical, aerospace and defense, electronics and industrial markets. Based in Watertown, New York, Allied has around 90 employees.

**THE CHALLENGE.** When a new product opportunity presented itself to Allied, the company looked at what it would take to meet the production requirements. Allied would need to conduct a production build on a new "seeder motor" by the following month, and then provide an immediate scaling of the motor quantities. The company set to work putting the processes, methods, manufacturing equipment, and production lines in place to address those needs and position the company to seize this important opportunity.

**MEP CENTER'S ROLE.** Allied engaged CITEC, a NIST MEP affiliate, to help prepare the company for the new production requirements. A team of Allied employees participated in Production Readiness (3P) training, Principles of Cellular Manufacturing, and a Cell Design Kaizen Event, producing the first Lean and dedicated use assembly cell at the Allied facility as a result of the project. All inventory required for the new product are located within the cell. By using existing manufacturing technology and repurposing equipment, Allied successfully managed the cell development below originally projected costs. Furthermore, sales reached \$1.3MM the following year, while requiring only one employee to manage cell production.

The training enabled Allied to develop best practices for cell design, which the company replicated in four other cells throughout the facility. In one particularly successful example, a cell adjacent to the "seeding motor" location reduced space requirements by 40 percent.

"CITEC's Lean Manufacturing knowledge and ability to support our requirements not only helped us to meet our immediate customer needs and grow our business, but has provided us with a skill set that we are continuing to use to improve our business and maintain a competitive advantage moving forward."

-Geoff Rondeau, General Manager

## RESULTS



Increased sales by **\$1,300,000**



**6** employees trained



**4** additional cells redesigned

## CONTACT US



625 Broadway  
ESD, Division of Science,  
Technology & Innovation  
(NYSTAR)  
Albany, NY 12245



(518)292-5729



[www.esd.ny.gov/nystar/nymep.asp](http://www.esd.ny.gov/nystar/nymep.asp)

